

C 48.9: N 56

Business Opportunities in Nigeria

*Report of the
U.S. Department of Commerce
U.S. Trade and Investment
Mission to Nigeria
September 16 – November 4, 1961*



THE UNIVERSITY LIBRARY
THE PENNSYLVANIA STATE UNIVERSITY
STATE COLLEGE, PENNSYLVANIA

U.S. DEPARTMENT OF COMMERCE
BUREAU OF INTERNATIONAL BUSINESS OPERATIONS
TRADE MISSIONS DIVISION
WASHINGTON 25, D.C.

MISSION PERSONNEL



JAMES R. McLEAN, Mission Director

Chief, International Trade Division, Commerce Field Office, Boston. Broad background in international trade with B. F. Goodrich Co., Footwear/Flooring Division, Watertown, Mass. Past President, Director, New England Export Club; Director, Foreign Commerce Club, Boston. Lectured on foreign trade at Fisher Junior College, Boston. Known throughout New England for promotion, expansion, areas overseas business.

JEFFERSON A. BEAVER

Investment Specialist. Executive Vice President, Trans-Bay Federal Savings and Loan Association, San Francisco. Broad investment, financing, loan, banking, management, real estate experience. Director, Golden Gate National Bank, San Francisco. Recently Chairman, San Francisco Housing Authority, and Special Deputy Commissioner of Corporations, California State. President, American Savings and Loan League. Graduate, University of California, Berkeley, post graduate studies Springfield College, Massachusetts.



DR. EUGENE GERBERG

Tropical Commodities Specialist. President, Cornell Chemical and Equipment Co., Director, American Bio-Chemical Laboratory, Inc., and Insect Control and Research, Inc., Baltimore. Internationally known consultant for governments and industries on tropical agriculture, food storage, entomology. Consultant U. S. Department of Agriculture and various American food and chemical industries. Member, Institute of Food technologist, American Phytopathological Society, M. S. Cornell, PhD., University of Maryland.

JOSEPH S. HORAN

Area Development Specialist. Executive Assistant to Director, Commerce and Industry, State of Louisiana. Experienced in industrial and area development, land use, zoning, urban renewal. Formerly partner of Carter-Horan Co., Baton Rouge, Louisiana, Consultants on community, city, county, regional surveys, plans, programs, land use, industrial site location, development, and planning. Members, American Industrial Development Council, State Planning Development Association. B.A. University Louisiana, B.F.T. American Institute Foreign Trade, Phoenix, Arizona. B.L.S. Louisiana State University.



HUNTER McDONALD, JR.

Service Industries Specialist. Vice President, Sales Manager, Colony Cleaners and Laundries, Inc., leading Nashville, Tennessee service industry. Designed and constructed complete laundry and cleaning plants in Jacksonville, Florida. Expert on requirements, sources, equipment, furnishings for the establishment of service industries. Experienced in staff training, sales management; branch stores; light motorized delivery; maintenance, repair operations. Vice President and 1962 President, Southern Laundry Owners Association. Attended University of the South in Tennessee.

LOUIS E. NORDHOLT

Tool and Die Specialist, Vice President, Technical Director, TEMCO Inc., Nashville, Tennessee, producing gas heaters, furnaces, air conditioners, clothes washers, dryers. Thirty years experience in tool and die-making, and die and machine designing. Broad knowledge of fabrication and purchase of tools, dies, jigs, gauges. Member, American Society of Tool Engineers, Society for Testing Materials, Gas Association Ceramic Society. Graduate ceramic engineering, Ohio State University.



LEONARD A. WASSELLE

Small Industries Specialist. Project Manager, Rust Engineering Company, Pittsburgh, Penn. Chemical engineer with extensive design, production, and industrial experience in steel, cement, glass, pulp and paper mills, water treatment, chemical manufacturing, etc. Was Chief Engineer, American Cyanamid Co., prior to joining Chas. Pfizer Co., manufacturer of antibiotics and pharmaceuticals.

Business Opportunities in Nigeria

***Report of the
U.S. Department of Commerce
U.S. Trade and Investment
Mission to Nigeria
September 16 – November 4, 1961***

**U.S. DEPARTMENT OF COMMERCE
Luther H. Hodges, Secretary
BUREAU OF INTERNATIONAL BUSINESS OPERATIONS
L. Edward Scriven, Director
TRADE MISSIONS DIVISION
WASHINGTON 25, D.C.**

Contents

	Page
TRADE AND INVESTMENT OPPORTUNITIES IN NIGERIA.....	1
General.....	1
Opportunities for U. S. Exports.....	1
Distribution Channels.....	2
Distribution Centers.....	2
Opportunities for Imports From Nigeria.....	2
Investment and Industrial Development Opportunities.....	3
Raw Materials and Resources Availability	3
Utilities and Transport.....	4
Tax Advantages and Incentives.....	4
Small Industries.....	4
Heavy and Large Industries.....	4
Tool and Die Industry.....	5
Service Industries	5
Agriculture and Chemical Products.....	6
Western Region.....	6
Eastern Region	6
Northern Region.....	6
General.....	6
Area and Industrial Development.....	7
TRADE OPPORTUNITIES.....	8
Export.....	8
Agency	11
Import.....	12
INVESTMENT OPPORTUNITIES.....	14

Final Report of the U.S. Trade and Investment Mission to Nigeria

Trade and Investment Opportunities in Nigeria

GENERAL

Nigeria represents one of the most attractive areas in Continental Africa for U. S. trade and investment. The favorable business and investment climate is fostered by a stable government--at the Federal level and in all three of the Regions (East, West, and North)--which encourages investment, industrialization, and trade.

Industrialization is given high priority by government because Nigeria must industrialize to provide employment--to offset an unfavorable balance of trade with the world--to make better use of its agricultural products--and to raise the standard of living.

To achieve this industrialization as rapidly as possible foreign investment is welcomed and will be for many years to come. All segments of the government give assurance that nationalization of industry is not being given even remote consideration.

Nigeria is already the largest potential market in Africa with an estimated population of 40,000,000. Its continued population growth of about 2.0 percent to 2.5 percent per year, coupled with continued per capita income rise, will insure an adequate and increasing market for trading, industrialization and investing.

All the regional governments of Nigeria are willing and anxious to participate in industrial development as investment partners with those who can provide foreign capital and technical knowledge, thus providing the advantages of indigenous partners to the foreign investor. Small scale industries, however, generally are not participated in by government because it prefers to have the indigenous citizenry invest as entrepreneurs or partners with foreign capital in these enterprises.

There is a preference on the part of government for free enterprise to invest in Nigerian industrialization and agricultural expansion rather than Iron Curtain instrumentalities, as the free enterprise entrepreneur will tend to establish only industry and agricultural endeavors likely to develop as profitable enterprises which will be well managed and operate to the benefit of the overall Nigerian economy. However, Iron Curtain development may be welcomed if free enterprise investments are not forthcoming.

American goods are highly regarded in Nigeria and there is room for many more U. S. products on this market now. With increasing industrialization and advanced agricultural practices, there will be an ever rising standard of living with the resultant

increasing demand for products and increased opportunities for U. S. suppliers of goods and services.

OPPORTUNITIES FOR U. S. EXPORTS

The prospects for U. S. exporters to supply goods to the Nigerian market appear limitless. Practically any product is a potential export because of Nigeria's present limited industrialization.

There are restrictions on the import of U. S. products into Nigeria. U. S. commodities are welcome by the Nigerians who know them to be quality products.

Consumer goods are welcomed by the Nigerian consumer--goods and materials for industries as they are established are needed--and goods in practically any line can find a market here.

Machinery for industry is admitted duty free; on most other products duty ranges from 15 percent to 33-1/3 percent; a few go as high as 75 percent.

Exporters of foodstuffs should consider the tastes of the Nigerians who generally prefer highly spiced foods--especially the liberal use of hot pepper. Products so flavored would appear to have a greater chance of wholesale acceptance in this market.

Expatriate firms in the past have dominated, and still do to a large degree, the trade in goods in Nigeria, and they maintain traditional sources of supply in the United Kingdom and other European coun-

Oct. 13, 1961--Meeting with Dr. M. I. Okpara, Premier, Eastern Nigeria (Left) and J. R. MacLeon (Right)



tries. Presently there are no strictly U. S. agency houses.

In addition, American firms have not actively endeavored to introduce their products on this market. The few U. S. companies, however, who have sent their salesmen *with samples* to develop sales have met with outstanding success.

The U. S. exporter and exporting manufacturer can profit from the excellent market in this country of over 40,000,000 people--if he will only take a positive approach to his entry into the market. All 40,000,000 people are not as yet potential customers for American products because of the low annual income of a large segment of the population. However, an ever-increasing market will develop as the standard of living rises. The U. S. share of the market will steadily increase, if positive steps are taken by American manufacturers to sell in the Nigerian market.

U. S. exporters can sell in Nigeria. They should determine if their prices are competitive, and send a sales representative with adequate samples to SELL their wares to distributing outlets in the major areas. They should utilize the Trade Lists, World Trade Directory Reports, Trade Contact Surveys, and other services of the Department of Commerce for assistance in establishing foreign market business connections. They may seek advice from the American Embassy at Lagos and send literature, price lists and samples (if possible), to the Embassy. With this in hand, the Embassy can many times make recommendations to the exporter, and distribute the literature to prospective buyers.

DISTRIBUTION CHANNELS

The entrepreneur class in Nigeria has not as yet assumed its eventual role as a major factor in the Nigerian international trade community. With trade having thus far been centered in the expatriate firms, Nigerian businessmen have not had, to any great degree, the opportunities for establishing themselves in solidly based companies, and improving their capital positions and their degree of participation in the total business of the country. This condition will gradually change.

The Nigerian has hitherto held a staunch individualistic approach to trade and business. This has prevented him generally from improving his capital position. There now seems to be a tendency on his part to enter into partnerships, cooperatives, corporations, and associations which allows him to pool resources, knowledge and skills and to build financially stronger and better managed business organizations. This trend will continue, and the Nigerian businessmen are those to whom U. S. exporters should look for their product distribution in Nigeria--especially some of the stronger groups now forming.

There are groups now in the process of organizing cooperative markets and buying agencies. One such group is the Market Women's Association in Lagos which should shortly have a cooperative purchasing agency with adequate financing. This will offer one of the best possible agencies for new U. S. exporters and exporting manufacturers in view of the preference for American products, and since the large expatriate firms already handle some established lines. For technical products, however, the U. S. exporter must usually deal with the large expatriate firms.

There are innumerable small traders throughout Nigeria selling in the market places. There are many larger operators in the many major trading areas of Nigeria who, while possibly undercapitalized, can also become good outlets for U. S. exports and who will grow in strength and stature with the help of additional lines.

The American exporter who will carefully determine the integrity of some of these smaller firms and who will be willing to offer less than the most stringent payment terms, can develop his product sales areawise as the firms entrusted with his products also develop in strength.

DISTRIBUTION CENTERS

The large expatriate firms, with headquarters in Lagos, generally distribute throughout all three Regions of the country and the Federal District.

The smaller indigenous firms more generally operate within one Region so that the U. S. exporter should give consideration to Regional distribution rather than to national distribution.

Lagos, although in the Federal District, also serves as a distribution center for the Western Region. Ibadan, the capital of the Western Region and the largest city in Nigeria, is a distribution center in the center of the Western Region.

In the Eastern Region, Enugu, the capital, is centrally located, and the port cities of Port Harcourt and Onitsha offer distributing points, as does the city of Aba.

In the Northern Region, Kaduna, the capital, has the advantage of being situated at the junction of the rail lines to the East, West and North. Kano also is centrally located for distribution purposes.

OPPORTUNITIES FOR IMPORTS FROM NIGERIA

Nigeria has many items of interest to U. S. importers.

The basic products of the country are agricultural--ground nuts (peanuts), cocoa and palm oil and kernels--all of which are marketed for export through the Nigerian Produce Marketing Company in Lagos and both FOB and CIF price quotations are now offered.

The current annual rate of exports of these agricultural products are about 180,000 tons of cocoa, 200,000 tons of palm kernels, 20,000 tons of palm oil, and 600,000 tons of groundnuts.

In addition to those basic products, Nigeria also has such items as hides and skins, rubber, spices, cashew nuts, tin, oil, coal, columbite, sawn lumber (including mahogany in various species) logs, cattle bones (both whole and ground to a number of sizes), cotton seed, etc., available for export. There are many firms engaged in the export of these which are seeking additional outlets.

There are items produced in Nigeria that should be of considerable interest to U. S. importers and are saleable on the U. S. market.

Nigeria has handicraft industries turning out extremely interesting wood carvings--including life-size carved heads, faces, and smaller carvings. These would certainly be interesting imports for gift shop distribution. Handicraft items from various types of leather--such as lizard, crocodile, etc. are also available. Morocco leather originated in Nigeria. Colorful textile materials in many designs and colors are woven in Nigeria. Ikwete cloth is an excellent example.

Products from industrial enterprises are consumed locally for the most part, because the industrialization that has been taking place to date in most fields is designed for the domestic market and there are no surpluses for export purpose. Thus, the products available for export to the United States are of necessity those from the agriculture, handicrafts, and lumber industries.

INVESTMENT AND INDUSTRIAL DEVELOPMENT OPPORTUNITIES

Nigerian government officials recognize the vital role that overseas capital, and managerial and technical skills must play in expanding the country's economy. Federal and Regional governments are prepared to invest with foreign capital in worthwhile industrial enterprises.

The attitude toward overseas participation is most clearly expressed in the following statement of the Premier of the Northern Region, Honorable Alhaji Sir Amadu Bello, Sardauna of Sokoto;

"My government clearly recognizes the vital role that overseas capital and managerial & technical skills must play in expanding the country's economy. We warmly welcome the industrialist from abroad whose capital, ability and experience can earn an ample reward and at the same time bring progress to the country We are prepared to help sound schemes with local capital, especially those which make satisfactory arrangements for the employment, training and advancement of the people of this country."

The national income for the country is estimated at almost 3.5 billion dollars for 1961, with industrial activity contributing to less than 5 percent at present. National income should continue to expand

at its present annual rate of about 3.8 percent.

Despite a per capita income of only about \$90 per year, the demands on existing industries are insatiable and the market potential for new industry is enormous.

Some industries established earlier have already expanded facilities and production, and still only produce for a fraction of the market. A good case in point was the establishment of a cement industry about five years ago which, after recent expansion, was thought to take care of then current demands. Now it is said that it supplies about 1/3 of present cement demands with the balance having to be imported.

Nigerians are becoming more and more aware of every type of consumer product available from the world and are determined to see many of them manufactured in Nigeria.

Profits on investments in successful operations apparently exceed those which would be realized in comparable U. S. investments. Some examples can be found in the fields of cement, textiles, brewing, tobacco, candy, perfume, and soap.

RAW MATERIALS AND RESOURCES AVAILABILITY

Raw materials are available for a wide range of industries, such as iron and steel, cement, oil refinery, textiles, pulp and paper, rubber, brick and pottery, lumber, food processing, leather, glass, starch, chemicals, insecticides, plastics and many ancillary industries.

Raw materials and minerals available include, but are not limited to: coal, sub-bituminous and lignite, iron ore, limestone, tin, columbite, lead, zinc, clays, silica sand, quartz, feldspar, ceramic clays, crude oil, forestry products, cotton and other fibres, cocoa, palm oil rubber, oil seeds, hides and skins, root starches, gums, and resins.

Crude oil and natural gas deposits have been discovered in Eastern Nigeria and over 2 million tons of crude oil production is anticipated in 1961.

Oct. 12, 1961—Visit to Shell-BP Trade School, Port Harcourt



Large natural gas deposits have been discovered and development is in the planning stage for the production of thermal power from this. Though its oil and gas reserves are not fully known at present, it has been stated that Nigêria might rank among the 10 largest oil and gas producing countries within 10 years.

UTILITIES AND TRANSPORT

Water and electricity are becoming increasingly available for industry and, for the most part, do not present major problems. Road, rail, and air transport for movement of goods is available but somewhat limited, and contemplated new industries should examine their own transport requirements carefully. Most major cities of the country are connected by single track rail with extensions under way to the northeastern section of the country. Most trunk roads are surfaced, but are narrow; they do connect most cities to provide road transport. There is an expanding network of secondary roads as well.

Motor transport is mostly by truck with practically no trailer truck operations at present. There appear to be opportunities for participating in expanding motor transport throughout the country.

TAX ADVANTAGES AND INCENTIVES

Nigeria has a Pioneer Industry Scheme whereby application can be made to the Federal Government for pioneer status of an industry. To obtain this status it is necessary to prove that the particular industry does not currently exist in Nigeria or that if it does exist, it does so only to a limited extent. To qualify for this certificate, investment in fixed assets must exceed \$14,000. If a pioneer industry certificate is granted, the company enjoys a tax holiday of from two to five years (profitable years only), depending on the amount of fixed asset investment. Moreover, Nigeria is actively considering liberalization of the pioneer actively scheme regulations to make it possible for more companies, especially those in the same industry, to obtain pioneer industry status.

The income tax on business and industry is a flat 40 percent (8 shillings to the pound sterling).

There is sometimes import duty-relief on raw materials, and machinery for industry is admitted duty free.

Capital may easily be repatriated; profits and dividends are freely transferred.

There is also an initial write-down of capital value of machinery up to 50 percent with somewhat lesser figures for buildings.

SMALL INDUSTRIES

It is estimated that there are over 1,000 factories in Nigeria. Assuming a small industry to be one employing less than 50 people, then it can be estimated that well over 80 percent of these factories fall in the small industry category.

There is a strong desire to start and expand manufacturing facilities for consumer goods which previously have been imported primarily from the United Kingdom, Europe, and Japan. The government believes the rapid development of small industry is important to the Nigerian economy. The expansion of these industries will also help to supply job opportunities for the increasing number of young people coming out of school.

Many of the small industries are owned and operated by indigenous interests, which have a serious shortage of capital. There is a shortage of loan capital available from existing banks for these enterprises. Additional loaning facilities, either government or private, would materially aid these small entrepreneurs.

Current small industry manufacturing activities include specialty textiles, simple metal casting and working, metal windows and louvres, wood and metal furniture, ceramics, sawmilling and lumber, putties and polishes, cement blocks, terrazzo tile, gravel and stone, baking, native foodstuffs, book-binding, bone crushing, soap, mattresses, wearing apparel, rice and maize milling, leather products, rubber processing, cigars, printing, small iron fabrication, tanning, cosmetics, patent medicines, vehicle repairs, battery repairs, seed oils, wood carving and plastic products.

The Government recognizes deficiencies in accounting and administrative procedures of many of the small industry operators and has started programs of instruction for them in these areas for the improvement of these functions.

There are many opportunities for the establishment of small industries in a multitude of fields and there are also opportunities for American companies to supply and service new and used machinery, equipment and hand tools to these industries.

The establishment of American machinery and equipment sales and service organizations would foster the sale of U. S. machinery and equipment and back them up with technical instructions; training, spare parts and maintenance.

HEAVY AND LARGE INDUSTRIES

American participation in heavy and large industries will be most welcomed by the Nigerian government.

Profitable examples of these industries now existing are textiles, cement, tobacco, brewing, bottling, tin smelting, rubber processing, lumber and plywood, drugs, soap, aluminum and steel fabrication. Ownership of these industries varies from 100 percent overseas control to varying combinations of Nigerian government, overseas and Nigerian private investment.

All regional governments in the country are anxious to share in the financing of industries of special interest to the national and regional economy. This is a definite benefit to the overseas investment partner because of assistances available in land acquisition, etc. This also gives the enter-

prise the advantage of being at least partly indigenous with its various ramifications.

The present participation of American investment in industry is negligible compared to British, German, Italian, Swiss, and Middle Eastern.

Under consideration, or in the process of establishment, are plants for flour milling, glass manufacture, bicycle assembling, aluminum rolling, basic iron and steel manufacture, textiles weaving, oil refining, tin smelting, pulp and paper, and rubber processing. American interests are involved in three of these fields.

Some industrial opportunities which might very well merit consideration by American investors in both the small and large fields are meat and fish processing, canning, industrial and potable distilleries, clothing, textiles, (only 10 percent of consumption is now produced locally), pulp and paper, steel and wood furniture, paper conversion, industrial chemicals, cosmetics, toilet preparations, drugs and patent medicines, matches, glass, additional cement production, nails, wire, tin cans, hardware, tools, agricultural hand-tools, plastic products, electrical products and appliances, starch and glucose, petroleum products, stationery items, motor vehicle assembly, cigarettes and cigars, leather shoes, jute or paper sacks, cardboard cartons, chicken and cattle feed, oil seed crushing mills, and products from agricultural products such as peanuts, refractories, enameled kitchenware, and pipe-tubing-fittings.

A description of specific investment opportunity in a larger industry may be of illustrative value. All present paper products are imported into the country. All three Regional governments consequently are exceedingly interested in a pulp and paper mill. Raw materials in the form of wood, bamboo and grassy materials are available and are currently being tested for paper production in a modern laboratory of the Federal Institute of Industrial Research. There is one fast growing species of wood, growing to harvestable size within 5-7 years and which can be plantation grown, which has produced a fine paper by actual laboratory test. Water, electric power, fuel, limestone and transportation are available.

TOOL AND DIE INDUSTRY

At the present time there is very little demand for the services of the tool and die industry.

There are several plants using tools and dies for metalworking and plastic moulding but their tooling is now being imported, mostly from the United Kingdom and Hong Kong. It is estimated that the total imports would not exceed \$80,000 per year. Imports of all tools for machinery in 1960 were only \$198,000.

Increasing emphasis on industrial development over the next few years will bring about a change in tool and die situation, however.

A steel mill will be established, capable of producing 140,000 tons per month of merchant products

and sheet. A smaller electric-melt steel mill is already under construction at Enugu.

Ancillary industries will result and eventually create a sizeable demand for tools and dies. Any U. S. tool or die firm interested in participating in this field in Nigeria would be well-advised to commence negotiation now and undoubtedly pioneer status could be obtained.

Initial operations might include general machine work, maintenance, repairs and replacement parts (which are now serious problems in Nigeria).

Supervision and tool makers would have to be brought in but numerous trade schools turn out machine operators who could be employed as machinists.

SERVICES INDUSTRIES

Nigeria offers a wide open field for most of the service industries. There is a real need for such industries as laundries, dry cleaning plants, automotive repair shops, frozen ice cream stores, short order restaurants, automobile spare parts distribution, barber shops, beauty parlors, etc.

The existing dry cleaning industry presently operates on standards which prevailed in the U. S. thirty years ago. Modern dry cleaning establishments operated by experienced personnel should be extremely successful, particularly in the larger cities with large expatriate population, such as Lagos, Ibadan, Kaduna, and others where Western style clothes are now being cleaned by washing only. Rebuilt machinery with 80 to 100 pounds per hour capacity and hand powered presses would provide the necessary equipment for a low-cost, profitable operation.

Laundries in the larger cities are also worthy of investigation where potential clients exist such as hotels, restaurants, steamship lines, hospitals, schools, etc. Coin-operated laundries in the larger cities should be profitable ventures, provided steam could be made available for heating water for the washers, and heating the dryers.

Oct. 11, 1961—Visit to Charles Pfizer of Nigeria, Ltd-ABA



There are a large number of automobiles in Nigeria and there is a need for good repair shops and good mechanics. The automotive spare parts business should also prosper if established with adequate inventories. Securing parts and the repairing of vehicles are current problems for automobile owners.

Such service industries as barber shops, beauty parlors, etc. offer possibilities because the present quality of these services is low.

Good restaurant services, short order type restaurants offering a variety of food items with rapid service would be welcomed in the major cities, as would frozen ice cream stores offering cool refreshment to the people in a year-round warm climate. One ice cream manufacturer, the only one we know of in Nigeria, has no difficulty in selling his entire production in his city. Most ice cream is imported from England.

In general, service industries are needed in Nigeria in a large number of fields, and efficient operations in these fields should prosper.

AGRICULTURAL AND CHEMICAL PRODUCTS

Nigeria's economy is presently based on agriculture, which provides 50 percent of the national income, 85 percent of the exports and 80 percent of the foodstuffs. The responsibility for agriculture is in the hands of the Ministries of Agriculture in each of the three Regions; there is no Federal Ministry of Agriculture, although the Federal Government does operate agricultural experiment stations.

Each Region's agricultural problems, conditions and achievements are different. However, the governments in each region are interested in agricultural expansion in their Regions.

WESTERN REGION

The Western Region produces over 90 percent of the total Nigerian cocoa crop, and is vitally interested in all matters pertaining to this crop. Any changes in U. S. Food and Drug Laws relative to cocoa are of concern.

The West is interested in investors for rubber and oil palm plantations; is promoting such crops as citrus, cashew nuts, maize, cassava, yams and others; and is experimenting with tea. Farm settlement cooperatives are being established. Poultry development is increasing, and the government operates feed mills which it is willing to turn over to private interests.

The Western Region plans to move slowly on the mechanization of agriculture until industrialization has advanced sufficiently to absorb farmers displaced by mechanization.

EASTERN REGION

The main crops in the Eastern Region are palm oil and palm kernels. This Region exports 51 percent of the country's production of palm oil and 47

percent of palm kernels. Agriculture development is high on its list of priorities.

Rice is grown in this region, and there is interest in developing the crop further. There is good possibility for sugar growing in one section of the Region. Tobacco has possibilities for expansion. Poultry farming has been established and should increase steadily. Certain spices, such as cinnamon, black pepper, etc. might be practical crops here.

The government is interested in having banana plantations established and welcomes foreign interests in this field. Developing plantations with foreign investors, especially rubber, which is not subject to marketing board control, is a major interest of this Region's government.

With reference to mechanization, the Eastern region government does not believe that smaller agricultural equipment would have much usage. However, certain crops of the Region, such as rice, should readily lend themselves to mechanization.

NORTHERN REGION

The Northern Region is the cattle raising area of the country with approximately 6,000,000 head being raised and moved about in nomadic fashion. The herds graze by nomadic wandering and are walked to the different areas of the country for slaughter. This tends to produce tough beef.

There are opportunities in the North for meat packing operations and improved meat distribution systems. Ancillary industries such as bone crushing, bone meal, dried blood, hides and skins are also possibilities with the increase in abattoirs.

The establishment of large scale grassland areas would minimize the nomadic movement of cattle. This would result in better beef and eventually lead to mechanization.

Fish processing and packaging in the Lake Chad area is worthy of consideration. Over 2,000,000 pounds of fish are caught annually and much is lost due to poor drying methods, pest infestation, etc.

Groundnuts (peanuts) are the principal crop. Good quality cotton is grown in quantity sufficient to support 98 percent of the country's demand. Tobacco, millet, guinea corn, rice, sesame seed, and soya beans are also grown.

GENERAL

Nigeria imports currently almost \$3,000,000 worth of insecticides and almost \$1,000,000 worth of fertilizers. It is expected that there will be an increase in the use of agricultural equipment and chemicals.

Industries which could be established to tie in with the agricultural production of the country are cocoa processing, food processing, freezing, canning, and groundnut processing.

AREA AND INDUSTRIAL DEVELOPMENT

Area and industrial development is centered in the various Regional governments. Each Region has its own Development Corporation which interests itself in participation in industrial enterprises. These corporation enter into joint ventures with foreign capital with management usually left in the hands of the foreign capital investor. Ministries of Economic Development exist on the Federal and Regional levels to coordinate the economic development programs within their regions. Planning is geared to five-year development plans with yearly reviews.

Industrial Estates have been established in each of the Regions. These estates set aside land for industrial purposes and provide the necessary facilities and utilities. They usually also include adjacent residential development areas for housing employees of firms in the industrial estates.

Some of the Regions are interested also in local industry development in the villages and have farm resettlement programs.

Land tenure systems in Nigeria prevent other than Nigerians or government from owning land. However, land is usually available on up to 99-year leases and location of industry in the industrial

estates makes the matter of land title a simple matter.

The Regional Ministries of Trade and Industry (or Ministry of Commerce) are vitally interested in the economic development within their Regions. In the case of contemplated foreign capital investment in industry within a Region, it is usually advisable and preferable to initiate negotiations with the Regional Ministries of Trade and Industry which can materially assist in getting the project under way.

These Regional Ministries can then assist in obtaining the necessary approvals from the Federal government on such matters as pioneer status, immigration of expatriates, etc. This would help to eliminate some of the problems which have been experienced by some companies in attempting to establish industries in Nigeria.

Nigeria is aware of the need for area development and town planning and is making strides in this direction, especially with the industrial estates establishment. A centralized statistical agency would be helpful in assisting the economic development of the country.

Tourism is underdeveloped in Nigeria and an increase in tourist facilities plus proper promotion could increase the tourist industry.

Trade Opportunities

*Denotes firms on which World Trade Directory Reports available.
Numbers indicate Standard Industrial Classifications. WTD indicates World Trade Directory Reports available.

EXPORT

200 Food and Kindred Products

Flour, sugar, salt, etc., for making macaroni; First Tiles Factory and General Merchants, Box 471, Kano.

Wants sugar, salt, flour; Nguru Amalgamated Trading Company, Hausari St. P.O., Box 160, Nguru.

Wants to import direct from mill or agent American Best and Oglivie flour; S. I. Unakalamba & Sons, 1/2 Park Road, Aba.

Interested in importing flour, sugar, yeast, salt, anti-rancidity agents, anti-oxidants for baking raw materials; Gbongan Cooperative Bread Baking Society Ltd., Aiyepe Gbongan, Western Nigeria.

Wants to import powered milk; G. Alaba and Sons, SW/474 Agbokojo St., Ibadan.

Would like to import chewing gum; P. C. E. Aniunoh and Bros., 10 Williams Street, Onitsha.

203 Canning and Preserving

Wants to import preservatives for fruit juice concentrates; New Africa Industrial Company, Box 567, Enugu.

208 Beverages

Wants soft drink concentrates, bottle sealing device, essences and colors; New Africa Industrial Co., Box 567, Enugu.

220 Textiles

Interested in importing woolen cloth, cotton cloth and tailors' materials; D.I.O. Okechukwu, 41A New Market Road, Onitsha.

Wants to import and distribute shirting materials, any color; Nguru Amalgamated Trading Company, Hausari Street, P.O. Box 160, Nguru.

Wants to purchase 50 bales each of the following fabrics; wool, chantee, buffin, quadrille; Haske Trading Co., Box 857, Kano City.

229 Burlap Bags

Wants 100 bales (300 sacks per bale) of burlap sacks for ground nuts, size 30 x 12; Mallam Nasiru Alhaji; Sani, Box 599, Kano City.

230 Ready-To-Wear Clothing

*Wants to import haberdashery goods; Wawo Store, P.O. Box 335, Ibadan. WTD 10/22/59.

Wants to import blankets; Nguru Amalgamated Trading Company, Hausari St., P. O. Box 160, Nguru.

Ladies dresses (out of fashion); Northern Confirming and Clearing Houses, Box 471 Kano.

Wishes to import socks of all types; P.C.E. Aniunch and Bros., 10 Williams Street, Onitsha.

Interested in importing shirts, pants, underwear, pajamas, pillow cases, bedding, and general fancy goods; Frank Brothers and Cook, 31 Ports Johnson Street, Port Harcourt.

Desires to import brassieres and girdles, second hand clothing; B.O. Achu and Brothers, Trading Company, 2 Sokoto Road, Onitsha.

Wants to import women's and children's dresses, men's and boys' clothing (especially wash-and-wear), underwear, suits, night clothing, shoes for women; Mrs. Ronke Aribisala, 147 Ijebu Bye Pass, Oke-Ado, Ibadan.

251 Metal Spring Beds

Desires to import single metal spring beds for youth hostel; Premier College of Commerce, 60 Francis Street, Onitsha.

260 Paper and Allied Products

Interested in importing bread wrapping paper; M. E. Okoye and Co., Ltd., 5 Bright Street, Box 26, Onitsha.

273 Books

Wants to import textbooks, fiction, etc.; Nigeria Bookshops, 1 Ogui Road, Aba.

Desires to import exercise books; B. O. Achu and Brothers, Trading Company, 2 Sokoto Road, Onitsha.

276 Business Forms

Wants to import paper supplies, especially duplicating and other office paper; J. M. St. Matthew Daniel & Company, 10 Aloba Street, Ebute Metta.

278 Bookbinding and Related Industries

Wants paper for making children's exercise books; Zik Enterprises, 23 Nzekwe Street, Enugu.

280 Chemicals and Allied Products

Wishes to import cosmetics, proprietary medicines, vitamins and cosmetic and medicine packaging items; Mr. A. Da'Rocha (Pharmacist and Physiotherapist), 37 Ikoradu Road, P.O. Box 289, Yaba, Lagos.

Interesting in purchasing pharmaceutical and drugstore items; Lagos City Chemists, P.M.B. 2389, Lagos.

Wants to import pharmaceuticals; Eastern Nigeria Cooperative Cocoa Exporters, Ltd., Co-operative and Bank Building, Aba.

Wants to import insecticides; D.D.T.; P.C.E. Aniunoh and Brothers, 10 Williams T. Onitsha.

Interested in importing patent medicines and proprietary drugs; G. Alaba and Sons, SW/474 Agbokojo Street, Ibadan.

Wants to import cosmetics; Mrs. Ronke Aribisals, 147 Ijebu Bye Pass, Oke-Ado, Ibadan.

Wishes to import cosmetics from the U. S. East Coast; Ester Beauty Aids Company, P.O. Box 388, Yaba.

Interested in buying agricultural chemicals for cocoa; Eastern Nigeria Cooperative Cocoa Exporters Ltd., Cooperative Bank Building, Aba.

Interested in insecticides and fertilizers to sell to agricultural cooperatives; Northern Timber and General Contractors, Box 7, Bukuru.

282 Plastics and Plastic Materials

Wants plastic materials to be used in the manufacture of briefcases; Olori-Oni Industrials and Trading Enterprises; P.O. Box 1377, Ibadan.

Wants to import plastic handbags, plastic foam sponges; P.C.E. Aniunoh and Brothers, 10 Williams Street, Onitsha.

283 Patent Medicine

*Wants to purchase patent medicine; Niger Chemists Ltd., 66 Old Market Road, Onitsha. WTD 8/16/60.

285 Paints and Allied Products

Interested in importing paints (house--inside and outside) in 1/2, 1, 2, 4, 5, 10 gallon tins, also varnish for furniture, and polish; M. E. Okoye and Company Ltd., 5 Bright Street, Box 26, Onitsha.

Desires to import enamelwear; B. O. Achu and Brothers Trading Co., 2 Sokoto Road, Onitsha.

320 Building Materials

Wishes to import building materials; Eastern Nigeria Cooperative Cocoa Exporters, Ltd., Co-operative and Bank Building, Aba.

Interested in importing building materials--will start on a letter of credit basis; M. J. Oni Trading Co., 38 Lagos Street, Benin.

Wants to import building materials direct for sale, in Western Nigeria; Univeral Commercial Service Co., 104 Amunigun Street, P.O. Box 592, Ibadan.

326 Dishes

Wants 50 cases of dishes; Mallam Ahamadu Bagiya, Box 857, Kano City.

342 Farm Implements

Interested in importing ground nut decorticators, hoes, spades, small tractors, hardware, machetes, etc.; Bounu Merchants of Northern Nigeria 2/4 Maguire Road, Maiduguri.

Interested in importing timber cutting implements, small farm machines; Northern Timber and General Contractors, Box 7, Bukuru.

349 Miscellaneous Fabricated Metal Products

Wants to import plastic or metal eating bowls; Nguru Amalgamated Trading Company, Hausari St. P.O. Box 160, Nguru.

Wants 50 cases of pans; Mallam Ahamadu Bagiya, Box 857, Kano City.

350 Weighing Machines

Interested in importing scales for grocery stores up to 112 lbs.; M. E. Okoye and Company, Ltd., 5 Bright Street, Onitsha, Box 26.

354 Metalworking Machinery and Equipment

*Wants to import hand tools and other equipment; Witt & Busch Ltd., 10-12 Harbour Road, Port Harcourt. WTD 2/20/61.

*Wants a machine that will weigh out a powder and make tablets. Also interested in nail scales; Broadway Chemists, 100 Amunigun Street, P.O. Box 464, Ibadan. WTD 11/2/59.

355 General Industrial Equipment

Wants to purchase sawmill equipment; Pioneer Sawmill, 172 Tenant Rd., Aba.

Seeking to purchase nail manufacturing machinery; Awka Etiti Urban CTC Society, Box 27, Aba.

Interested in importing baking machinery; Gbongan Cooperative Bread Baking Society Ltd., Aiyeye Gbongan, Western Nigeria.

Interested in equipment and machinery for setting up small stationery manufacturing industry;

school copy books, ledger books, exercise books, ruled sheets; Radiant South-East Company, 5 Stuart-Young Street, Onitsha.

Wants small scale machine for pressing palm kernel oil, about 500 lbs., per day; Metropolitan Syndicate, P.O. Box 148, Ibadan.

Wants machinery for sieving and drying corn, preferably rotary type; Lamo Trading Stores, S.W. 7/11 Old Barracks Road, P.O. Box 1466, Ibadan.

Interested in equipment to set up a laundry and dry cleaning business; Agricultural Extension Service Division, SW 8/147 Ijobu Bye Pass, Ibadan.

Seeking tools and materials for making brief cases, particularly plastic welding equipment and creasing machines; Olori-Ona Industrial and Trading Enterprises, P.O. Box 1377, Ibadan.

Interested in small chromium and nickel plating process and equipment to manufacture bicycle stands; C. Okpala and Brothers, 33 Venn Road, South Onitsha.

Seeking used machinery to manufacture envelopes; K. Onwuka & Sons, 37 Daddy Alaja Street, Lagos.

Interested in dry cleaning machinery; Mr. Richard Gamble, c/o. Ghase Manhattan Bank, Lagos.

Wants to import poultryraising equipment and machinery; The Ejire Stores, 51 Kosoko Street, Box 352, Lagos.

Flour mill machinery; Indigenous Company of Northern Nigeria Ltd., P.O. Box 520, Kano.

Laundry and dry cleaning machinery; Lamo Trading Stores, P.O. Box 1466, S.W. 7/11 Old Barracks Roads, Ibadan.

Macaroni factory, equipment, layout and formulas and box making machinery; First Tiles Factory and General Merchants, Box 471, Kano.

Laundry and dry cleaning machinery, new and used; First Tiles Factory and General Merchants, P.O. Box 471, Kano.

Wants a machine to make building blocks; Malam Nasiru Alhaji Sani, Box 599, Kano City.

Interested in purchasing washing machines for coin operated laundry; Nguru Amalgamated Trading Company, Hausari St., P.O. Box 160, Nguru.

Interested in purchasing washing machines for coin operated laundry; Nguru Amalgamated Trading Company, Hausari Street, P.O. Box 160, Nguru.

Wants to purchase small soap plant (bar soap, about 500 lbs. per day); New Africa Industrial Co., Box 567, Enugu.

Machinery including installation for gari meal plant; R. O. Ikoro & Sons Ltd., P.O. Box 310, 165 Ehi Road, Aba.

Laundry machines, coin operated; Nigeria Machinery Trading Company, Box 3173, Ibadan.

Seeking laundry and dry cleaning equipment and machinery; Odutola Tyre Soles Company, Ltd., 206 Folagbade Street, Ijebu-Ode.

Wants to purchase dry cleaning machinery; Ano Ejo Trading Company Ltd., 18 New Market Road, Box 192, Onitsha.

Interested in line of poultry equipment; Sunnbare Trading Company, 98 Agbeni Street, Ibadan.

357 Business Machines

Wants to import office equipment and machines; Nigeria Bookshops, Ogui Road, Aba.

Desires to import reconditioned (12) typewriters; Premier College of Commerce, 60 Francis Street, Onitsha.

358 Service Industry Machines

Wants to contact manufactures of coin operated vending machines, amusement and slot machines, will act as agent or purchase outright; Pool House Group (Nig) Co., 18 Tinubu Square, Lagos.

Interested in purchasing vending machines of all types; Obajimi Medicine Stores, 115 L.E.D.B. Shop, Bread Fruit Street, Lagos.

360 Electrical Equipment and Parts

Wants to import radios and electrical appliances; Asubuike Brothers Stores, 14 Broad Street, Onitsha.

365 Recording Equipment

Interested in recording equipment for records; The Sunshine Stores, P.O. Box 752, Lagos.

375 Motorcycles and Related Items.

Wants to import motorcycles, autocycles and spare parts; Azubuike Brothers Stores, 14 Broad Street, Onitsha.

393 Musical Instruments

Wants to import cheap harmonicas; P.C.E. Aniunoh and Brothers, 10 Williams Street, Onitsha.

395 Pens, Pencils, and Other Office Artist's Materials

Wants to import ball point pens; P.C.E. Aniunoh and Brothers, 10 Williams Street, Onitsha.

Desires to import ball point pens; B. O. Achu and Brothers, Trading Company, 2 Sokoto Road, Onitsha.

Wants to import office equipment and stationery; Mrs. M. M. Ooi, Femi-Kemi Trading Company, 36/51 Alekuso Street, P.O. Box 609, Ibadan.

Wants one-time carbon sheets; Sik Enterprises, 23 Nzekwe Street, Enugu.

396 Costume Jewelry

Cheap jewelry; Northern Confirming and Clearing Houses, Box 471, Kano.

399 Barber Shop Equipment

Wishes to import barber chairs, clippers, mirrors, and scissors direct; Kadaralau Trading Com-

pany, 52/60 B Fabbahun Road, P.O. Box 885, Ibadan.

Interested in barbers' and hairdressing equipment from manufacturer; Sunnbare Trading Company, 98 Agbeni Street, Ibadan.

371 Motor Vehicles and Equipment

Wants to purchase used cars motorcycles, etc.; West African United Agency--Nigeria, Ltd., 24 Commercial Avenue, Yaba, or P.O. Box 398, Enugu.

539 General Merchandise

Wants to import key chains, P.C.E. Aniunoh and Brothers, 10 Williams Street, Onitsha.

Interested in buying scrap retreadable tires; Sunnbare Trading Company, 98 Agbeni St., Ibadan.

AGENCY

200 Food and Kindred Products

Interested in acting as a manufacturers representative for a manufacturer of donut making machinery; Nidoco, Ltd., 4 Labinjo Lane, Lagos.

Desires to obtain agencies for flour and salt; Lonestar International Company, P.O. Box 639, Lagos.

Desires agency for food line- complete; D. L. Payne (Nigeria) Ltd., P.O. Box 151, 41 Commercial Avenue, Yaba.

Interested in agency for tomato paste and puree, children's foods, pure powdered glucose, dried yeast (ferment); Okwuoma Stores, 12 Nottigge So., Box 391, Onitsha.

204 Grain Mill Products

Wants agency for importing and distributing wheat flour; Okusaga Brothers, Box 862, SW/396 Bola Road, Amunigan Street, Ibadan.

230 Ready To Wear

Would like to act as an agent for manufacturer of brassieres men's and women's shoes, children's shoes, etc.; Baby's Shop, 33 Okesuna St., Lagos.

Wants agency or representation of U. S. firms for baby clothing and play things; Standard City chemists; P.O. Box 558, 79 Salvation Army Road, Ibadan.

Wants agency for a used clothing firm; Onyeije and Brothers, Box 307, Aba.

Wants to be agent for shoes, and clothing; E. Jacobs and Brothers, Box 420, Aba.

Interested in acting as agent for apparel manufacturer; Olufunni Trading Company, 16 Offin Road, Lagos.

Wishes to obtain an agency for wearing apparel (shirts, trousers, jeans, underwear, blouses, suits); Lonestar International Company, P.O. Box 639, Lagos.

272 Periodicals

Wants to distribute U. S. magazines throughout Nigeria. Emmanuel Okorie, Catering Rest House, Enugu.

273 Books

Wishes to act as agent for publisher of books; Imota Dual Trading Company, 14 Joseph Street, Lagos.

280 Chemicals and Allied Products

Interested in representing U. S. drug manufacturer; Jasmine Development Company, Ltd., Investment House, Lagos.

Wishes to be agent for drug line, patent medicines and general merchandise; Datogin Drug Co., 16 Sokioba Road, Benin City.

Wishes agency or representation for pharmaceutical products; Rex Medicines, 21 Okesuna Street, Lagos.

Wants agency for medicines and drugs throughout Nigeria. S. U. Oriaku & Sons, Box 481, Enugu.

Wants to be agent for patent medicines; Sunnbare Trading Company, 98 Agbeni St., P.O. Box 370, Ibadan.

Interested in representing U. S. firms on pharmaceuticals, drug items and toilet preparations; Standard City Chemists; P.O. Box 558, Ibadan--79 Salvation Army Road.

280 Chemicals and Allied Products

Interested in agencies for sulphuric and formic acids; c/o Oteh and Sons, Box 622, 118 Azikiwe Road, Aba.

Wants agency for pharmaceuticals; O. I. Akin-kugbe, Palm Chemists, Ltd., 21 New Court Road, Ibadan. WTD 2/5/60.

281 Chemicals and Allied Products

Wants to form company to import agricultural chemicals on indent basis; Maurice Chimah Sons and Co., Ltd., 7A Asa Rd., Aba.

291 Petroleum and Petroleum Products

Interested in an agency for lubricating oil and greases; c/o. Oteh and Sons, Box 622, 118 Azikiwe Road, Aba.

*314 Footwear, Expert Rubber

Currently engaged in cosmetics business and wants to diversify, desires to act as agent for ladies' footwear; Rufus O. Adeyemi, 16 Shoyinka St., Ikorodu Road, P.M.B. 2704 Lagos. WTD 1/4/60.

320 Building Materials

Wants to serve as an agent for building material company; Globus Company, Ltd., Box 732, Kano.

Interested in representing building materials firms throughout Eastern Region; C. O. Chukwura and Brothers, 61 Owerri Road, Enugu.

Would like agency for building materials, especially siding, structural steel, windows, metal doors, etc.; Continental Construction Company, 7 Ajanaku Street, Lagos.

Wants agency for business materials; J. E. Onukwue & Sons Trading Company, 1 Ogui Road, Enugu.

Wishes agency for cement; Lonestar International Company, P. O. Box 639, Lagos.

Interested in agencies for hardware and building materials lines; S. A. Poppola and Company, SW/100 Oke Ado St., Ibadan.

Desires agency for cement; Premier College of Commerce, 60 Francis St. Onitsha.

340 Farm Equipment and Machinery

Wants to be agent for manufacturer of farm machinery and poultry equipment; Nigeria Machinery Company, P.O. Box 3173, Isole Ijebu, Ibadan.

355 General Industrial Equipment

Wants agency for importing and distributing bakery equipment; James C. Ovuike, Eastern Nigeria Master Bakers' Association, 36 Moore House Street, Port Harcourt.

Wishes to be an agent for industrial sewing machines; D.I. O. Okechukwu 41A New Market Road, Onitsha.

Wants to form company to import agricultural equipment on indent basis; Maurice Chimah Sons & Co., 7A Asa Road, Aba.

357 Office Computing, and Accounting Machines

Wishes to act as an agent for manufacturers of office equipment and machinery; Imota Dual Trading Company, 14 Joseph Street, Lagos.

360 Electrical Equipment and Parts

Interested in agencies on radio and TV component parts for repair work and resale, including small transistor radios and assembling them from component parts; Radionic and TV Works, 76A Salvation Army Road, Ibadan.

386 Photographic Equipment

Wants agency for photographic equipment; J. E. Onukwue & Sons Trading Company, 1 Ogui Road, Enugu.

Interested in agencies for cameras, photo equipment and supplies, microfilm and blueprint and supplies; wants to expand to include photo developing, printing, blueprinting and microfilming, (Would also consider joint venture); O. I. Akinkugbe, Palm Chemists, Ltd., 21 New Court Road, Ibadan. WTD 2/5/60.

394 Toys, Amusements, Sporting and Athletic Goods

*Wants to represent manufacturers of soft toys as well as mechanical, plastic and rubber toys. M. O. Odunuga, All-For-You Agency, 288 Amunigun-Agbokojo, P.O. Box 313, Ibadan. WTD 2/5/60.

*Interested in acting as a wholesale distributor for sporting goods manufacturer. Sunnbare Trading Company, 98 Agbeni Street Box 370, Ibadan. WTD 10/20/59.

Would like to represent sports goods--soccer balls, soccer shoes, field hockey, table tennis, boxing gloves, punching bags, sport jerseys, tennis equipment, sponge balls for children; M. E. Okoye and Co., Ltd., 5 Bright Street, Onitsha, Box 26.

Wants to represent U. S. manufacturer of children's toys; Standard City Chemists, P.O. Box 558, 79 Salvation Army Road, Ibadan.

395 Pens, Pencils and Office Materials

Wants agency to distribute office supplies; J. E. Onukwue & Sons Trading Company, 1 Ogui Road, Enugu.

501 Automobiles and Trucks (New and Used)

Wants to act as agent for automobiles, lorries and parts; Alhaji Sule Jebu, c/o UAC motor Department, Box 22, Jos.

Wants agency for trucks and cars; Alhaji Salisu Barau, Box 35, Kano.

Interested in agency for automobile spare parts and general auto supplies; Jas. S. Sofidoya & Sons; 16 Lagos Street, Ebute Metta.

539 General Merchandise

Wants agency for general merchandise for distribution throughout Eastern Nigeria; O. A. Onuoha and Brothers, 80 Jubilee Road, Box 583, Aba.

Desires to be a commission agent for general merchandise; T. C. Okonkwo Business Enterprises, 20 Middle Road, Sabongari, Kano.

731 Business Services

Interested in doing public relations, advertising, marketing and research for US companies; Auger and Turner, 118 Nnamdi Azikiwe Street, Lagos.

IMPORT

200 Food and Kindred Products

Interested in exporting shea nuts, butter beans, coffee, kola nuts, fresh and dried; Ankinola and Sons, 52 Agege Motor Road, Mushin.

Interested in exporting coffee, coconuts, yams, dried kola nuts, palm kernels, butter beans; S. O.

Coker Sons and Raaljal W. Africa Ltd., and P. & C Nigeria Ltd., 13 Maja Street.

Interested in exporting bananas, peppers and cassava for tapioca; Eastern Nigeria Cooperative Cocoa Exporters Ltd.; Cooperative Bank Building, Aba.

Dried kola nuts, shea nuts; Sunshine Store, P.O. Box 752, Lagos.

Interested in exporting coffee to the U. S.; Alhaji A. K. Mohamed and Sons, P.O. Box 3001, Mabo, Ibadan.

201 Hides and Skins

Wants to export cattle, sheep, goat, leopard, snake, lizard, hyena hides and skins; Alhaji Mastafa Oho, City Office--c/o N. A. Central Offices, Maiduguri.

Wants to export novelty handicraft leather items, native made; Alhaji Mohamadu Danwawu, Box 46, Kano.

Wants to export raw hides and skins including cattle, sheep, goat, crocodile, lizard, snail, hyena, leopard, snake; Abatcha Umar Business Enterprises, Kagilmari Square, Shehu Garbai Road, Box 184, Maiduguri.

Wants to sell hides and skins; Alhaji Salisu Baru, Box 35, Kano.

Wishes to export cattle hides, sheephides also 600 lbs. copra per month. The United Jamaldean Co., 26 Akinwunmi Street, Yaba.

209 Miscellaneous Food Preparations and Kindred Products

Interested in exporting ginger, split and peeled, capsicums, pimento, chillies, gum arabic; Natural Resources Company, 6 Killarney Lane, Suru Lere, Yaba.

Interested in exporting spices such as capsicum, ginger benniseed; Bornu merchants of northern Nigeria, 2/4 Maguire Road, Maiduguri.

Wishes to sell direct or through broker Nigerian spices, i.e., capsicum, chillies, split ginger, gum arabic; Sofidoya & Sons, 16 Lagos Street, Ebute Metta Lagos.

Interested in exporting honey; Nigeria Food Supply Co., 14 Niger Street, Port Harcourt.

Wishes to export chillies, ginger, split and peeled, Sunshine Store, P.O. Box 752, Lagos.

249 Novelties and Specialties

Is seeking an agent for African carvings and gift items; Mr. J. C. Ezenekwe, P.O. Box 388, Yaba.

Would like to contact U. S. importers of ebony carvings, leathercraft, raffia work and other native artcraft; Esther Beauty Aids Company, P.O. Box 388, Yaba.

Interested in contacting American importers of handicrafts and gift items; Nigerian Gift and Art Shop, 311 Victoria Street, L.E.D.E. Box 581, Lagos.

284 Medicinals and Grinding

Gum arabic; Natural Resources Company, 6 Killarney Lane, Suru Lere, Yaba.

Gum arabic; S. O. Coker and sons and Raaljal W. Africa Ltd., and P & C Nigeria Ltd., 13 Maja Street.

300 Rubber

Wishes to secure an active or large user of RSS-1-5 and B-2 sheets rubber, can ship 500 tons/month; Southern Nigeria Rubber Trading Company, P.O. Box 228, 6 Dawson Road, Benin City.

317 Hides Cured and Uncured

Interested in exporting hides and skins; Alhaji A. K. Mohammed and Sons, P.O. Box 30001, Mabo, Ibadan.

Snake skins, goat skins, crocodile, iguana skins, kapok; Northern Confirming and Clearing Houses, Box 471 Kano.

333 Nonferrous Metals

Galena ore; S. O. Coker Sons and Raaljal W. Africa Ltd., and P & C Nigeria Ltd., 13 Maja Street.

539 General Merchandise

Wishes to sell native handicrafts in leather, wallets, etc., and also wood carvings, heads, masks, ivories, carved furniture, etc., elephant tables; Capt. A. S. Mace, 2B Manchester Road, Box 807, Kano.

Investment Opportunities

The U. S. Trade Mission to Nigeria reported a large number of interviews with firms and individuals expressing interest in entering joint investment or licensing ventures with United States businessmen. While every effort has been made to include only firms or individuals of good repute, the U. S. Department of Commerce cannot assume responsibility for any arrangements undertaken with the parties listed.

World Trade Directory Reports are available on firms listed in the following investment opportunities which were published in the December 18, 1961 issue of Foreign Commerce Weekly:

242 Sawmills

Joint venture for expansion of sawmill. Requires \$50,000 to \$70,000 for new equipment. With additional capital can get timber leases and transport timber to sawmill via boats and river floating. Omo-Otemikan Sawmill Service Co., 4 Prison Street, Lagos. WTDR 7/24/59

Joint venture for expansion of two sawmills in Eastern Region of Nigeria, as well as in the establishment of a veneer plant. Principal operation now is logging and export of logs and lumber, about 7,000 tons monthly. Has 436 square mile timber concession and option on additional 400 square miles, and an investment valued at \$700,000. Brandler & Rylke, Ltd., Kajola House, Campbell Street, Lagos. WTDR 12/27/50

284 Cosmetics

Manufacturer of hair cream, curling wax and other hair preparations offers joint venture for expansion and diversification, investor to provide additional capital and equipment. Esther Beauty Aids Co. P. O. Box 1388, Yaba. WTDR 2/8/61

286 Essential Oils

Joint venture for the establishment of a shell nut oil plant. Estimates \$120,000 required for plant and equipment; investor to provide about \$70,000. United Development Trading Co., P. O. Box 541, Ibadan. WTDR 3/31/59

399 Signs and Advertising Displays

Joint venture for expansion of plant for making embossed plastic signs and cut plastic letter signs. Presently also manufactures stationery, file folders, employing 45 workers, and a printing plant in Yaba. Seeks investment of \$50,000 for sign operations. Sam Olu Odugbesan, 44/46 Ramgbose St., P. O. Box 379, Lagos. WTDR 7/24/59.

651 Real Estate

Owner of 5,000 acres of land in Ikeja, 12 miles from Lagos, seeks investor to develop residential and industrial tracts on property. Area presently served by water, electricity and near railroad which could be extended. Subdivision and industrial parks designs already completed. J. A. Ajao Bros., 10 Edgatrown Road, Lagos. WTDR 12/20/60.

World Trade Directory Reports are not available on the following parties interviewed by Mission members. However, additional limited information reported by the Mission can be obtained by writing the Foreign Investment and Licensing Division, Bureau of International Business Operations, Department of Commerce, Washington 25, D. C.

019 Commercial Farms

Jasmine Development Company, Ltd., Investment House, Lagos, has charter for poultry farm in Western Nigeria, seeks U. S. poultry feed manufacturer or U. S. hatchery to participate in developing a poultry farm. An investment of \$81,000 required.

Agege Poultry Farms, P. O. Box 388, Yaba, has six acres of land near Lagos for poultry farm, seeks U. S. participation to provide equipment.

Ogwa (Aba) Cooperative Society, No. 3 Ndoki Road, Aba, an agricultural cooperative with 50 farmer members, seeks technical and financial help to establish poultry farm.

Mr. P. O. Bassey, attorney, Nsama Chambers, 99 Victoria Street, Port Harcourt, representing two native villages, offers about 42 square miles of land for plantation development (rubber, palm oil, or other commercial crops).

Ogbuag Agricultural Estate, 27 Aggrey Road, Port Harcourt, with 1,072 acres in cocoa trees, and 162 acres in palm trees, offers joint venture to operate estate to increase production of cocoa and palm oil.

Odegbo and Sons, 199 Clifford Road, Aba, have about 3 square miles of land, partly planted in cocoa and palm trees. Seeks \$23,000 investment for development and expansion of plantation.

Nigerian Amalgamated Farmers Development Association, 3 Asa Road, Aba, Market produce of farmer members, handling rice, cocoa, rubber and timber. Seek joint venture for establishment of agricultural trade school and development of 29,000 acres to be connected with school.

M. J. Oni Trading Company, 38 Lagos Street, Benin City, has 2 square miles of land on which

they seek joint venture to establish a rubber plantation.

109 Metal Mining

Azigbo Brothers Ltd., Box 29, Jos, seeks joint venture for their tin and columbite operation.

151 General Building Contractors

A. A. Famojuro, Amen House, Oke-Bola, Box 57, Ibadan, building and engineering contractors specializing in civil and government building, offer partnership.

J. M. St. Matthew Daniel & Co., 10 Aloba Street, Ebute Metta, will grant long term lease or consider a limited liability joint venture for office buildings and residential development.

D. I. Azuike, Dennco, v 24 Park Road, Aba, seeks joint venture to expand business as architect and building contractor.

I. Olowu & Co., c/o Adeshana, 11 Martins Street, Lagos, seeks joint venture for capital and know-how to expand business in all of Nigeria as builder of small bridges, roads, office and residential buildings.

Ajayi, Apatira & Co., 22 Moor Road, Yaba, Land Surveyors, seeks capital and know-how for home construction in Lagos area. Has experience as building inspector and engineer.

Brezina Nigeria Ltd., 5 Customs Street, Lagos, seeks joint venture and capital for housing construction

161 Highway and Street Construction

J. M. Ede, 11 Ijero Road, Ebute Metta, seeks interested party to organize a construction business. Has had experience with Nigerian Port Authority.

173 Electrical Work

Eze's & Sons Onward Co., 114 Azikiwa Road, Aba, seeks investors. With expansion and more technical know-how hopes to obtain larger share of government contracts as electrical contractors.

203 Canning and Preserving Fruits, Vegetables, and Sea Foods

West African Industrial Ventures, Ltd., 78 Broad Street, Lagos, seeks capital to start business on joint venture or investment basis to produce confectionery, canned foods, etc.

George J. Amurun, 5 Custom Street, Lagos, seeks joint venture for food canning plant. Presently owns four Nigerian plants offering diverse products and services.

204 Grain Mill Products

Standard Food Products Co., Ltd., 18 Potts Johnson Street, Box 390, Port Harcourt, recently

organized to manufacture potato chips, biscuits, corn flakes, etc., seeks approximately \$56,000 for processing equipment and capital.

205 Bakery Products

Okereke Brothers, Ltd., P. O. Box 224, Port Harcourt, seeks investment of machinery and know-how to establish bakery on a joint venture basis.

208 Beverage Industries

Bedolin West Africa Co., 1 Gmoetz Street, Aba, seeks joint venture, capital and know-how, to establish a plant producing fruit drinks, as well as a plant for the canning of meat products.

Sword Brand Bottling Co., Box 30, Kano, seeks American capital and U. S. brand name in establishing a distillery in Apapa. Company now has bottling plants in Kano, Jos and Apapa.

209 Miscellaneous Food Preparations

Raad & Fadoul Ltd., 147-148 Club Road, Box 266, Kano, seek associates with latest technical know-how to improve their soap manufacturing enterprise. Willing to sell part of shares to interested party or to increase capitalization if desired.

231 Men's, Youth's and Boys' Suits, Coats and Overcoats

B.H.A. Schaapveld, Cie-Cle Hollando-Africaine, 174 Broad Street, Box 18, Lagos, seeks joint venture with U. S. firm capable of supply know-how for the production of textiles.

S. O. Onwukwe, Niger Garment Factory, 14 Hughes Avenue, Yaba, seeks additional capital investment for the purchase of sewing machines to manufacture men's shirts, children's clothing, blouses and dresses.

236 Girls', Children's and Infants' Outerwear

J. C. Ezenekwe, P. O. Box 388, Yaba, seeks an estimated \$30,000 to establish a factory which will produce women's blouses.

242 Sawmills and Planing Mills

Victor Ede & Sons, P. O. Box 26, Apapa, seeks interested party in a joint venture for sawmill operations. Can presently supply 200 tons monthly of mahogany, mansonia, obeche, limba, abura, teak and sapele woods.

251 Household Furniture

O.K. Oko & Sons, 32 St. Michael Road, Aba, wishes to establish a wood furniture enterprise with a capital investment of approximately \$28,000 on a joint venture basis.

Friendly Furniture Co., Ltd., 155 Agege Motor Road, Mushin, seeks to establish a joint venture for expansion of household furniture manufacturing business. Desires 49% capital investment, as well as technical and managerial know-how.

283 Drugs

Standard City Chemists, Box 558-79 Salvation Army Road, Ibadan, seeks joint venture, capital and know-how, for production of drugs for injections and tablets. Can provide \$14,000 from local sources.

Niger Chemists Ltd., 66 Old Market Street, Onitsha, seeks American firm to share in company, contributing drug and patent preparation lines.

289 Miscellaneous Chemical Products

Mr. Jarmakani, 243 Iddo Ijora Causeway--Apapa Road, Apapa, Lagos, seeks contact with an American firm experienced in extracting and processing salt from sea. Is interested in a joint venture along these lines in Nigeria.

306 Fabricated Rubber Products

Southern Nigeria Rubber and Trading Co., 6 Dawson Road, P. O. Box 228, Benin City, has a 65 acre rubber plantation. Seeks joint venture for the establishment of a rubber crepeing factory. Requires capital investment of \$100,000.

307 Plastic Products

James N. Anomudu and Sons, 5, Hospital Road, Box 108, Port Harcourt, seeks a joint venture to provide machinery and raw materials for establishing a factory for plastic raincoats, handbags, sandals, and other items. Requires machinery for cutting, welding, trimming etc., and necessary raw materials.

314 Footwear

Iro's Shoe Industry, 10 Asa Road, Aba, has 14 years experience in making men's shoes. Seeks joint venture to expand and build new factory.

Olubo Shoe Works, Industrial Estates, Yaba, manufacturer of ladies shoes seeks partner who would provide necessary capital and some technical know-how to meet current demand for their shoes. Estimated capital required is \$15,000.

317 Leather Goods

Onvegbu and Sons, 71 Azikiwe Road, Aba, make plastic and leather products, and seek a joint venture for fabricating brief cases and travelling bags from plastic materials.

327 Concrete

Brezina Nigeria Ltd., 5 Customs Street, P.B.M. 2403, Lagos, general contractors and engineers, wants to establish a concrete block business as a

joint venture with a capacity up to 500 blocks an hour.

Patrick O.C. Azieh, P. O. Box 512, Lagos, seeks investment of \$40,000 to establish brick factory.

331 Nails

Beejay Manufacturing Co., 49 Modebe Avenue, Onitsha, seeks an investment of \$55,000 to put nail-making operation on a paying basis.

342 Hand Tools

C.O. Chukwura and Brothers, 61 Owerri Road, Enugu, general contractors and merchants, seek joint venture for the establishment of a manufacturing plant for matchets and other agricultural hand tools.

344 Metal Products

Whessoc Engineering Ltd., Box 57, Port Harcourt, seeks a joint venture or licensing agreement for the purpose of fabricating steel tanks, structures or other metal product, or custom built assemblies.

347 Enamelware

Akle Brothers Ltd., Box 208, Kano, importers of enamel ware, interested in a joint venture to establish an enamel ware manufacturing plant. Estimates that plant would increase sales 50% over present rate of \$500,000.

352 Farm Machinery

Agricmatras Syndicate, 1 Magvon Street, Yaba, agricultural consultant, interested in joint venture for small feed mill to produce poultry feed, and manufacture of other agricultural equipment.

362 Electrical Industrial Apparatus

African Alliance Insurance Co. Ltd., 5 Williams, South Lagos, seeks \$280,000 and know-how for establishing an assembly plant for electric fans, air conditioners, refrigeration and cold storage facilities.

369 Storage Batteries

Akins Technical Ltd., 2 Bonny Street, Port Harcourt, Box 174, electrical engineers, seeks joint venture for manufacturing batteries.

383 Optical Instruments

Quist Optical Service, P. O. Box 177, Ibadan, interested in manufacturing optical products. Has source for capital if they can obtain know-how.

411 Bus Transportation

Anice Bus Service, P. O. Box 664, Lagos, requires 12 to 20 additional buses for expansion. Seeks investor and partner.

421 Trucking

N.T.C.C., Box 152, Jos, Truck Transporters, seeks capital to buy an additional 5-trucks to expand business.

A. Adeshakin Transport, 3A Alagbede Street, Lagos, has 15 five-ton trucks. Seeks capital to buy new trailers for these trucks.

Jarmakani Transport Ltd., 243 Iddo Ijora Causeway-Apapa Road, Lagos, is interested in expanding transport business to include rental of trucks, tractors, earth movers, etc. Would like a partnership, joint venture, or capital for this business. Estimates \$420,000 would be required of which he could provide \$90,000.

Time and Tide Transport Co. Ltd., seeks joint venture for transport and agriculture company. Seeks \$43,000 capital investment.

721 Laundries, Dry Cleaning

Blessed Ronkus Laundries, 81 Tokunboh Street, Lagos, seek capital for establishing a laundry and dry cleaning plant.

Alakija Exports, 6 Hawley Street, Lagos, exporter of rubber and cola nuts, seeks joint venture for establishing a dry cleaning business.

Continental Laundry Industries Ltd., 70 Agrey Road, Port Harcourt, operates small laundry and dry cleaning plant. Seeks capital to build modern plant to handle existing volume.

731 Advertising

Associated African Artists, 11 NW Osis Lane, Onitsha, producers of advertising films, seek joint venture to expand present operation. Also interested in establishing local advertising agency on a joint venture basis with capital and know-how provided.

On Behalf of American Business, The Mission . . .

VISITED THESE CITIES:

Lagos.....	September 16-October 1
	October 8
	October 31-November 4
Ibadan	October 2-7
Port Harcourt and Aba....	October 9-11
Enugu and Onitsha	October 12-16
Kaduna	October 17-19
Kano	October 20-24
Maiduguri.....	October 25-27
Jos.....	October 28-30

SUBMITTED BUSINESS PROPOSALS OF U. S. FIRMS

Number of proposals presented by Mission	134
Number of proposals of interest to Nigerian firms	115
Number of Nigerian firms interested in proposals	86

CONDUCTED INDIVIDUAL CONSULTATIONS

At the Trade Information Center	117
On tour.....	225
Total.....	342

DEVELOPED TRADE AND INVESTMENT OPPORTUNITIES

Trade opportunities	193
Investment opportunities.....	90
Total.....	283

HELD MEETINGS

	Number of meetings	Persons attending
General Meetings	6	336
Panel Sessions	8	148

COUNTRY DETAILS

AREA--360,000 square miles.

CLIMATE--Tropical in the Coastal Regions which cover some 500 to 600 miles of coastline to arid in the Northern areas which extend some 800 to 900 miles from the ocean.

POPULATION--40,000,000 (estimated) and increasing at rate of 1,000,000 every 18 months.

MAIN CITIES--FEDERAL DISTRICT--Lagos

WESTERN REGION --Ibadan

Abeokuta

Benin City

EASTERN REGION --Enugu

Aba

EASTERN REGION--Con.--Port Harcourt

Onitsha

NORTHERN REGION --Kano

Kaduna

Jos

Maiduguri

POLITICAL CLIMATE--Nigeria is a federation of three Regions: the Northern, Eastern and Western. Each Region has its predominant political party, and the present Federal government is a coalition of the parties in power in two of the Regions. No Regional government has sufficient votes to control the Federal government. This makes for a healthy political climate because a coalition of two Regions is required to rule and the third Region offers healthy opposition. Parliamentary form of government prevails on the Federal level and in all three Regions.

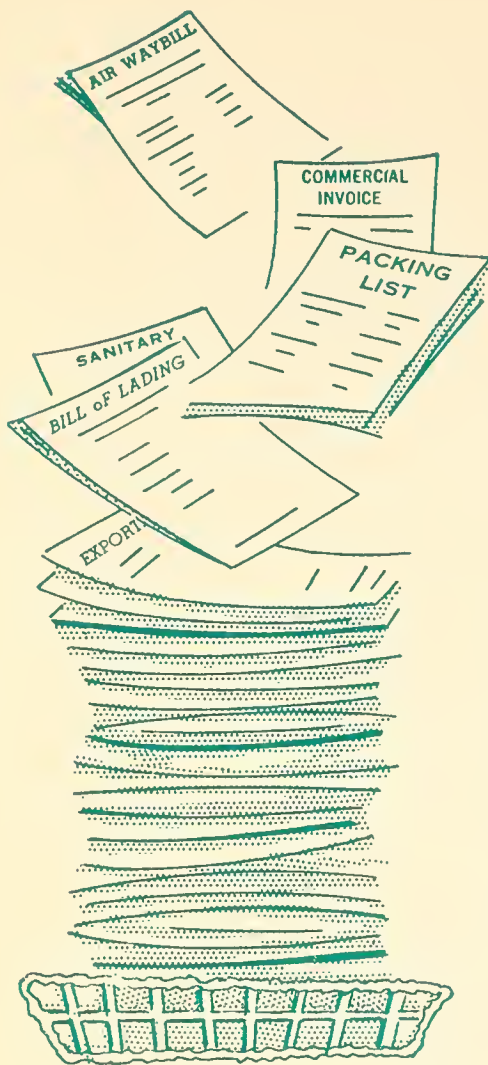
LABOR FORCE AND PRODUCTIVITY--About 75 percent of the labor force is engaged in agriculture, forestry and animal husbandry. Wages vary from about \$15 to about \$60 a month. There is practically a limitless labor force available for industry. Labor, of course, must be trained and industries already established have done so. Satisfactory results are obtained by training and education and by screening the best workers after training. They are capable of skills in manual operations but have had little opportunity to develop managerial and technical skills as yet. The people in general are readily trained and labor responds well to piece work. There are variations in output. In some instances output is on a par with the U.S.A. while in others output may be only 10 percent of that in America.

BANKING AND FINANCE--The currency is the Nigerian pound which is equal to U. S. \$2.80. There is a well developed banking system. In addition to the Central Bank, there are 14 commercial banks operating in the country which have over 200 branches covering all major cities. Two U. S. banks are in Lagos--The Bank of America and Chase Manhattan Bank.

The domestic capital market appears to be limited. There is a lack of adequate financing available to the indigenous businessman because banks are selective in making loans in view of the limited loan funds.



A000070943474



PREPARING SHIPMENTS FOR EXPORT?

THE WORLD TRADE INFORMATION SERVICE WILL GIVE
ANSWERS TO QUESTIONS ON SUBJECTS BELOW FOR
93 COUNTRIES

- Shipping documents
- Financial documents
- Foreign government document requirements
- U. S. Government export regulations
- Mail shipment provisions
- Customs treatment of samples and advertising
- Labeling, marking, and packing
- Entry of goods into foreign customs
- Warehousing abroad
- Transit provisions for exports
- Abandoned and reexported goods
- Government representation here and abroad

Reports with initial numbers 59, 60, and 61 may be purchased from the Superintendent of Documents, U. S. Government Printing Office, Washington 25, D. C. Reports with initial numbers up to 59 may be purchased from Sales and Distribution Office, U. S. Department of Commerce, Washington 25, D. C. All reports may be obtained from the Department's 34 Field Offices.

TEAR OUT ORDER FORM

WORLD TRADE INFORMATION SERVICE—PART 2

Enclosed is \$_____ for _____ individual WTIS reports checked below @ 10¢ per copy. \$6 a year.

"Preparing Shipments to:

- | | | | |
|---|--|---|---|
| ☐ Afghanistan, No. 59-1 | ☐ Dominican Republic, No. 60-26 | ☐ Korea, Rep. of, No. 60-13 | ☐ Philippines, No. 58-71 |
| ☐ Angola, No. 58-3 | ☐ East Africa, No. 59-37 | ☐ Kuwait, No. 57-104 | ☐ Portugal, No. 55-109 |
| ☐ Argentina, No. 60-25 | ☐ Ecuador, No. 56-56 | ☐ Lebanon, No. 58-66 | ☐ Rhodesia & Nyasaland, Fed. of, No. 56-96 |
| ☐ Australia, No. 58-87 | ☐ El Salvador, No. 61-15 | ☐ Liberia, No. 59-7 | ☐ Ruanda-Urundi, No. 57-91 |
| ☐ Austria, No. 61-31 | ☐ Ethiopia, No. 57-20 | ☐ Libya, No. 61-43 | ☐ Saudi Arabia, No. 56-22 |
| ☐ Belgium, No. 58-45 | ☐ Finland, No. 55-106 | ☐ Luxembourg, No. 58-45 | ☐ Senegal, No. 61-55 |
| ☐ Bolivia, No. 61-44 | ☐ France, No. 59-79 | ☐ Malaya, Fed. of, No. 60-68 | ☐ Singapore, No. 61-59 |
| ☐ Brazil, No. 61-58 | ☐ Gabon, No. 55-96 | ☐ Mali, Rep. of, No. 56-80 | ☐ South Africa, Rep. of, No. 61-67 |
| ☐ Cameroun, No. 57-2 | ☐ Germany, No. 60-56 | ☐ Malta, No. 56-6 | ☐ Spain, No. 56-23 |
| ☐ Canada, No. 60-3 | ☐ Ghana, No. 59-48 | ☐ Mauritania, No. 56-80 | ☐ Sudan, No. 61-23 |
| ☐ Central African Rep. No. 55-96 | ☐ Gibraltar, No. 56-6 | ☐ Mexico, No. 57-10 | ☐ Switzerland, No. 59-5 |
| ☐ Ceylon, No. 57-64 | ☐ Greece, No. 61-36 | ☐ Morocco, No. 58-90 | ☐ Syria, No. 55-91 |
| ☐ Chad, Rep. of, No. 55-96 | ☐ Guatemala, No. 59-42 | ☐ Mozambique, No. 58-29 | ☐ Sweden, No. 61-14 |
| ☐ Chile, No. 59-62 | ☐ Haiti, No. 57-37 | ☐ New Zealand, No. 60-18 | ☐ Taiwan, No. 55-49 |
| ☐ Colombia, No. 59-24 | ☐ Honduras, No. 58-17 | ☐ Nicaragua, No. 59-75 | ☐ Thailand, No. 59-84 |
| ☐ Congo, (Brazzaville), No. 55-96 | ☐ Hong Kong, No. 58-60 | ☐ Niger, Rep. of, No. 56-80 | ☐ Tunisia, No. 58-64 |
| ☐ Congo, (Leopoldville), No. 57-91 | ☐ Iceland, No. 56-29 | ☐ Nigeria, No. 59-76 | ☐ Turkey, No. 61-51 |
| ☐ Costa Rica, No. 56-101 | ☐ India, No. 59-81 | ☐ Norway, No. 55-119 | ☐ United Kingdom, No. 59-9 |
| ☐ Cyprus, No. 56-6 | ☐ Indonesia, No. 55-108 | ☐ Pakistan, No. 58-61 | ☐ Upper Volta, No. 56-80 |
| ☐ Dahomey, Rep. of, No. 56-80 | ☐ Iraq, No. 61-16 | ☐ Panama, No. 60-30 | ☐ Uruguay, No. 56-104 |
| ☐ Denmark, No. 56-89 | ☐ Ireland, No. 60-28 | ☐ Paraguay, No. 59-21 | ☐ Venezuela, No. 58-4 |
| | ☐ Israel, No. 57-58 | ☐ Peru, No. 57-114 | ☐ Viet-Nam, No. 59-63 |
| | ☐ Italy, No. 56-11 | | ☐ Yugoslavia, No. 55-6 |
| | ☐ Ivory Coast, No. 56-80 | | |
| | ☐ Japan, No. 60-9 | | |
| | ☐ Jordan, No. 59-58 | | |

Name _____ Address _____
City _____ Zone _____ State _____